

AUTOCAD TRAINING PAVES THE WAY FOR GROWTH

ABOUT ENVIRONMENTAL SUPPLY. Environmental Mfg & Supply, Inc., is a precision metal manufacturer located in the rural community of Bonifay, Florida. The company, formed 25 years ago, is now owned and operated by the founders' sons, Stacey and Kyle Coats. Environmental Mfg & Supply, Inc. employs 18 of the local community's most skilled machinists and support staff to keep their father's legacy alive and well.

THE CHALLENGE. When experts from FloridaMakes, a NIST MEP affiliate, completed an enterprise-wide assessment for the company, they identified the need to train additional personnel in AutoCAD. This would alleviate a bottleneck and also resolve the single point of failure of having only one employee trained in the software program. The bottleneck systemically created a much larger failure potential by hindering the business from meeting its growth and expansion goals, as the only skilled AutoCAD user was a co-owner who was also responsible for business development. This meant the owner could not create new business without creating a work backlog that could not be placed in production until he returned to complete the AutoCAD portion for operators to program their machines. As Kyle (Coats, co-owner) put it: "we basically had to make a choice between processing existing orders, or developing new business at the expense of creating a backlog."

MEP CENTER'S ROLE. Following the initial Assessment, the company asked FloridaMakes, part of the MEP National Network™, to assist with providing AutoCAD LT training for their staff, to eliminate the single point of failure identified in the assessment. FloridaMakes used a local community resource, Gulf Coast State College, to provide customized on-site training at the company's facility. With three additional employees trained in AutoCAD LT, Environmental Mfg & Supply dramatically reduced process time and tripled capacity.

"Now I have the ability to pursue business development, and the company has the bandwidth to manage the new business resulting from my efforts," said Kyle. "We're in a much better position to grow our revenues and our business."

"Through the assessment process and subsequent training of additional employees on AutoCAD LT, FloridaMakes helped us triple the planning capacity at the front end of the process, and reduce the process flowtime of releasing jobs to production."

-Kyle Coats, Co-Owner

RESULTS



Capacity increased **300%**



3 additional employees successfully trained and proficient in AutoCAD LT



Process time reduced by **40%**

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